

Message Text

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ACTION EB-08

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FM AMEMBASSY TOKYO
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INFO AMCONSUL HONG KONG
USLO PEKING

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E.O. 11652: NA
TAGS: EMIN, EEWT, JA, CH
SUBJECT: CHINESE PROPOSAL TO BUY JAPANESE COAL MINING
PLANTS

REF: TOKYO A-164

1. REPRESENTATIVES OF JAPAN COAL ASSOCIATION AS WELL AS MITSUI MIKE SEISAKUSHO (MMS) HAVE CONFIRMED PRESS REPORTS THAT MMS REPRESENTATIVES ARE NOW IN PEKING, NEGOTIATING WITH THE CHINESE FOR SALE OF COAL MINING PLANT AND EQUIPMENT. MMS-CHINA BUSINESS TALKS, WHICH ARE NOT RELATED TO THE JAPANESE PRODUCTION EXPERTS' MISSION WHICH RECENTLY VISITED CHINA (REFAIR), APPEAR TO BE NEAR FINAL STAGE OF NEGOTIATION, AND MMS REPS MAY CONCLUDE A CONTRACT DURING THEIR STAY IN CHINA. NO NEWS WAS FORTHCOMING AS TO NUMBER OF INSTALLATIONS UNDER DISCUSSION.

2. MMS-CHINA TALKS STARTED IN FEBRUARY 1978 ON CHINESE PROPOSAL TO BUY DIRECTLY FROM MMS TEN DIFFERENT KINDS OR UNITS OF INTEGRATED UNDERGROUND COAL MINING PLANT AND EQUIPMENT. ONE UNIT ESTIMATED AT 1,000 MILLION YEN TO
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1,500 MILLION YEN (ABOUT \$5 MILLION-\$7.5 MILLION) WOULD INCLUDE AUTOMATED DRILLING MACHINERY, COAL DRESSING AND TRANSPORT EQUIPMENT.

3. MMS ADDED, HOWEVER, THAT THE CHINESE SAID THAT THEY ALSO HAVE BEEN NEGOTIATING WITH OTHER FOREIGN SUPPLIERS OF THE SAME PLANT AND EQUIPMENT, AND THAT BUSINESS MAY

ULTIMATELY GO TO ONE OF THESE OTHER SUPPLIERS. MANSFIELD

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NNN

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